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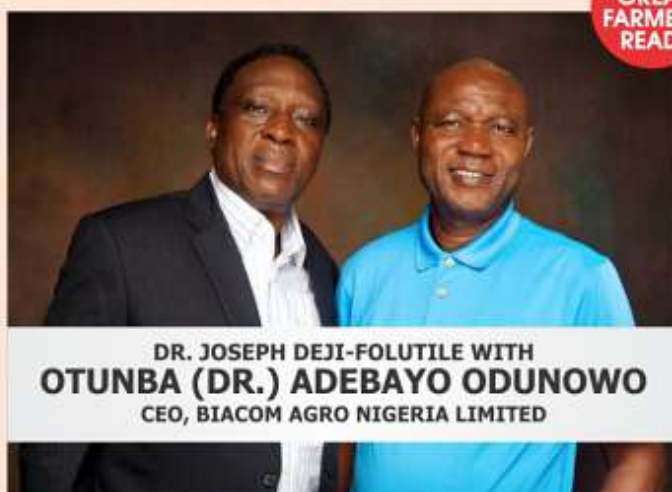
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This is complete poultry!

DR DEJI FOLUTILE'S



DR. JOSEPH DEJI-FOLUTILE WITH OTUNBA (DR.) ADEBAYO ODUNOWO
CEO, BIACOM AGRO NIGERIA LIMITED

WHAT GREAT FARMERS READ!

1. THE MISTAKE OF PLACING PRODUCTION BEFORE MARKETING

Many farmers still don't know that marketing is more important than production. No doubt, production is important, but what is the use or benefits of producing without market? What's the use of languishing in the sun for hours daily and having so little gains to show for your labour? For any business to really do well, you have to focus on market first before products. Period!

2. THE MISTAKE OF BEING ABSENT MOST OF THE TIME FROM THE FARM

I know scores of farmers who regretted going into farming because they were ripped off by dishonest workers who took advantage of the constant absence of the owners. My advice to most farmers in all my workshops and seminars is that you should forget about

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MISTAKES THAT WILL DESTROY YOUR FARMING BUSINESS

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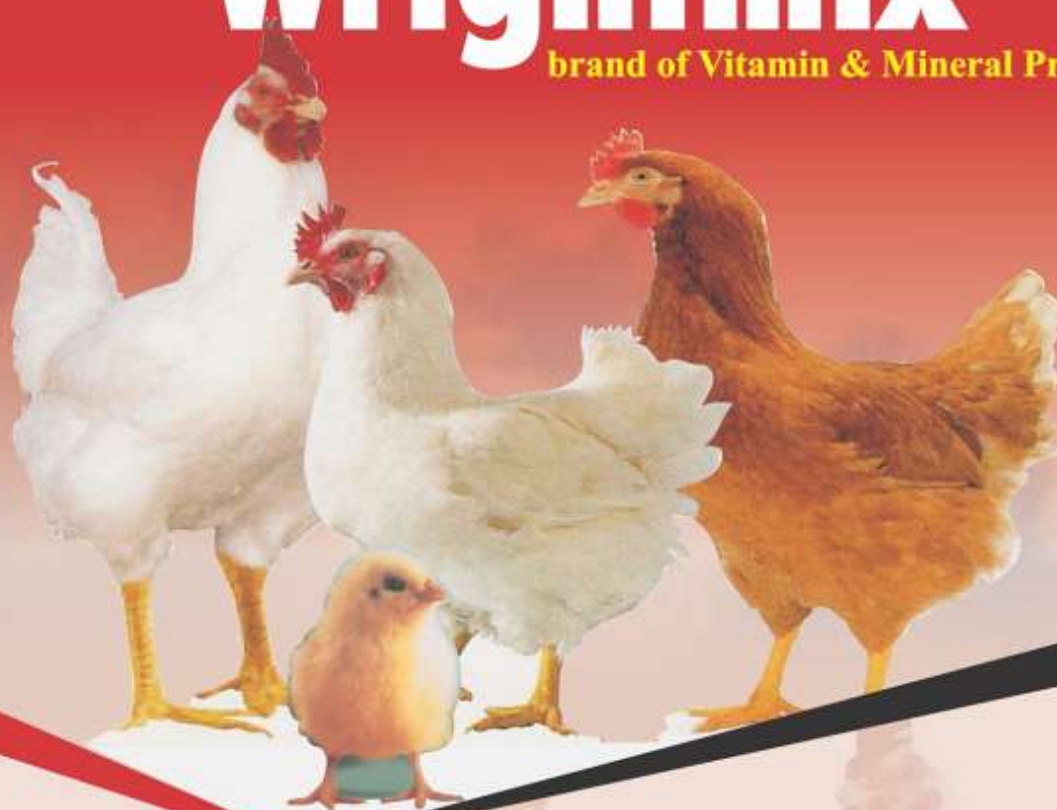
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THE FARMING INTERVIEW by Dr. Joseph Deji Folatile

SPECIAL ADVICE TO FARMERS BY FARMING INDUSTRY GURU



CHIEF S. OHWOFA,
CEO, NUTRIVITAS LIMITED/
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FAD: What are the greatest problems of farmers in Nigeria?

OHWOFA: The first problem is that government does not have good working policies. Nigeria has myriads of problems including bad roads and epileptic power supply. There is also a lot of confusion in the farming industry due to the activities of quacks. There are so many vendors without standards. Farmers are under a lot of pressures from banks, energy problems and unserious workers.

Like I always ask: does it make sense if you have 100,000 layers and you are producing at 65-75 per cent? Is there the need to expand your farm to 120,000 layers? Instead why don't you look at how you can improve your efficiency to about 75-85 per cent instead of 65-75 percent, which is 10 percent efficiency to make you better off than expansion? If you expand it will be additional expenses and labour whereas using the same resources will make you more money. I think these are what farmers should look at. I

am sure where we are now; margins are getting thinner, not like in those days when we have high margins. Just like you have in Europe, if you make a profit margin of 5 per cent in your business that means you are doing extremely well and I think we are getting to that level where efficiency is the only way to make it. People need to measure these.

Everything is capital intensive these days and once you are not making margins you cannot meet up with inflation, bills etc. If you are an egg producer you may not know all these until you want to have replacement of stocks. Then the farmer will discover he does not have money to continue profitably in farming.

Nutrition is critical to both animal and man. As a human if you have good nutrition, you will be healthy and you can work more. If you do not eat properly, you may look healthy but your brain may not function optimally and this will affect your work. So also it goes with animal in terms of nutrition. Where you have 10 chickens and 2 are sick, you cannot possibly get 10 eggs. The issue is if you get your nutrition right even if the feed is expensive you will discover that you will recover up to 80 percent, which is not a bad performance. You will also discover that the rate of diseases will reduce and this will earn you good profit, as you will save cost on medications. This will also enhance personnel growth.

If you get your nutrition right, other factors such as weather becomes minimal. Factors like hot weather affecting birds can be handled nutritionally by giving the birds ascorbic acid mixed in their feeds, which is cheaper. So a lot of help can be done through feeds, be it poultry, piggy, cattle and so on. For example our cattle

here look so haggard. Cows spend much time looking for food and the quality of the grass is another thing. These cattle that should weigh 300 kilos will be seen weighing 200 kilos. These are all due to ignorance on nutrition.

There are also many problems with the macro ingredients like maize and soya in terms of quality. All these ultimately go down to affect the productivity and profit of farmers.

FAD: What do you think farmers can do to help themselves?

OHWOFA: They should always ask themselves why they are in farming. If you don't define your objective, then you will not know why you are working. Farmers need to set goals. If you say you have 10,000 layers today how many do you want to have next? Do you want to remain at 10,000 or you want to move to 20,000? Do you want to borrow more money or generate more money? If you borrow more money does that help you? Are you not putting yourself under strain? The money is not free. You have to put in interest and be able to pay back.

Banks don't have mercy. If you take a loan from the bank and you cannot pay back at maturity, you have to renegotiate with additional interest and penalties. It is better if you have equity and loan to meet up. For instance if you have 10,000 layers and you want to increase to 20,000, you have 10,000 which can generate the cost of additional 10,000. You know from your present 10,000 you can generate 2.5 million. In this case if you borrow 2.5 million naira it is easier to pay 2.5 million back than when you borrow the whole 5 million that you need for your operations. You must have an objective on what you want to do, whether you want to farm as a hobby or you want to farm as business. Then you can take your decision from there.

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STOP THE STRESS!

Essential tips for managing heat stress in poultry

Introduction

A hot environment is one of the most stressors in poultry production. The resultant heat stress comes from the interactions among air temperature, humidity, radiant heat and air speed, where the air temperature plays the major role. The optimum temperature for performance is likely to be 19 to 22°C for laying hens and 18 to 22 for growing broilers (reviewed by Charles, 2002). When the thermo requirement of chicken is not satisfied, heat stress may occur, depending on the breed, feathering, nutrition and production system. The supplementation of essential amino acids will be helpful to reduce the heat increment and alleviate the harmful effect of high temperature.

The decrease nutrient intake at high temperature also has repercussions on the intake of micronutrients such as vitamin A, E, C, etc., which play important roles in the performance and immune function of poultry. The supplementation of these nutrients might also be helpful for the maintenance of performance and immune function of heat-stressed birds. Vitamin supplementation in drinking water (vitamin A, D, E and B complex) has been reported to be beneficial for the performance and immune function of heat-stressed broilers (Ferket and Qureshi, 1992).

The detrimental effect of heat stress on egg production can also be alleviated by dietary supplementation with vitamin A (8000 IU/kg diet) (Lin et al., 2002) vitamin A

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supplementation is favourable for the immunity of heat-stressed hens.

Hens suffering heat-stress immediately after NDV vaccination need higher dietary vitamin A intake to obtain the maximal level of antibody production. Vitamin A could alleviate the oxidative injuries induced by heat exposure and immune challenge (Wang et al., 2002).

In broiler chickens, vitamin A (15,000IU) supplementation resulted in an improved live weight gain, feed efficiency, and carcass traits.

Vitamin C can be synthesized by poultry and it is not required to be supplemented in the diet under normal conditions. When birds are challenged with stressors, however, the supplementation of Vitamin C (Ascorbic acid) might be beneficial for the performance of broilers. At high temperature, broiler chickens seem to have a special appetite for Vitamin C and therefore tend to consume more diet supplementing of Vitamin C (KATI AND Forbes, 1993).

Vitamin C supplementation improves carcass quality and produces higher carcass weight and carcass Crude Protein content, while reducing carcass crude fat content (kutlu, 2001). Furthermore, Vitamin C is one of the most important antioxidants in biological system and heat stress could induce oxidative injuries to chickens (Lin et al., 2000). The supplementation of Vitamin C is relevant to the maintenance of metabolism in heat-stressed birds.

Under normal conditions, dietary Vitamin C supplementation is beneficial for egg production and shell quality of broiler breeders (peebles and Brake, 1985). Force moulted layers (Zapata and Gernat, 1995) and for the fertility and hatchability of broiler breeders (peebles and Brake, 1995).

For heat challenge laying hens, vitamin C

supplementation improves egg weight (linn et al., 2003). And immune response (Lin et al. 2003 puthongsiriporn et al. 2001).

Dietary supplementation of vitamin E is beneficial to the egg producing hens at high temperatures. This beneficial effect of vitamin E supplementation is associated with an increase in feed intake and yolk and albumen solids (kirunda et al. 2001). The optimum level of vitamin E depends on the supplemental time. High dietary supplemental level of vitamin E (250mg/kg diet) is beneficial to egg production at high temperature (Bollengier-Lee et al. 1998, 1999). Lower supplemental level at 65 IU/KG diet can also enhance egg production and egg mass of laying hens during chronic heat stress, and meanwhile improve the immune response (puthongsiriporn et al. 2001).

It is suggested vitamin E should be added not only before heat stress but also during and after the stress (Bollengier-Lee et al., 1999). Most often, the stress inducing factors cannot be totally eliminated, but can ONLY be managed by using relevant VITAMIN & MINERAL preparations to help the birds combat the stress and produce optimally. Here we recommend the use of VITAMINO TRACE ORAL or POWERVIT or VITAFASHAMINO for this purpose.

Conclusion

The higher production performance and feed conversion efficiency makes today's chickens more susceptible to heat stress than ever before. Nutritional strategies aimed to alleviate the disadvantages effect of heat stress by maintaining feed intake, electrolytic and water balance or by supplementing micronutrients to satisfy the special need during heat stress, such as vitamins and mineral, have been proven advantageous.

Adapted from World Poultry Science Journal



FARMING INDUSTRY HOT ISSUES!!!

THE DEJI FOLUTILE PRESCRIPTIONS (NO. 92)

THE PRESCRIPTION OF CREATIVITY



No business can survive and thrive without a consistent attention to creativity. You need creativity to produce efficiently. You need creativity to market your farm products effectively. You need creativity to sell more and more of your farm products.

Creativity is using the little you have to make more. Creativity is finding ways to maximize your efforts with less stress. Creative farmers are usually more productive and profitable. When you really don't know what to do in your farming business, it's a signal for you to reassess what you are doing in order to move forward.

In my own kind of farming business, I always use creativity to bail myself out of tight situations. When the going gets tough, I usually turn on my creativity juice. This is what you need to be doing from time to time if you really want to survive and thrive as a farmer in Nigeria today.

You don't know how to be creative? Of course you do! Every time you try to minimize cost by using what you currently have in a prudent way, you are tapping into your creative mode to get things moving. Every time you find it hard to sell your farm products and you jiggle your brain to get them sold one way or the other, you are milking your creative juice.

The situation in Nigeria today called for creativity at maximum level. Feed inputs are getting more and more expensive by the day. Even farm workers are becoming more problematic. You need to start asking yourself some radical questions that can help you go to the next level.

For example, you can look at these six friends to get new insights and links to better farming experience. These six friends of creativity are WHO, WHAT, WHERE, WHEN, HOW and WHY. Exploring your mind with these six friends on a consistent basis can give you a lot of leverage. You can get to meet new sources that will lower

your costs. You can get to meet new people that will make things easier for you. You can get better insights on what to do and where to go. You will also gain more wisdom on how things can improve positively for you and your business.

Start working more with these six great friends and you will have a positive leap in your farming business. Get more creative and you will go to the next level no matter the economic climate.

FAD

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MANAGING FARM WORKERS FOR MORE PRODUCTIVITY AND PROFITABILITY

The factors for managing farm workers for better productivity and profitability are not limited to but include the following:

1. **Sense of Belonging:** Workers must be made to see themselves within workplace as a family and stakeholders aiming towards the same goal of succeeding. Ensuring they don't have a mindset of "the master sells or not, labourer's wage will be complete". The enterprise should be perceived as their golden goose that lays them golden eggs which must not die. Also their positions concerning issues should be inquired, reviewed and given considerations.

2. **Motivation:** Workers should be motivated by paying them decent salaries, incentives like 13th month bonus, paid leave, weekly off days etc. This relieves psychological stress in workers and ensures they are not under undue daily pressure. This gives them a kind of rest of mind in their workplace that their welfare is a priority within the workplace, it ensures commitment to work and strive for excellence.

3. **Leading by examples:** The manager should lead by example, as whatever the leader does will be a yard stick for the subordinates because if the leader lowers his standards, then it will be a standard for all, such as proper communication for absenteeism, punctuality, adherence to farm rules, diligence at work, interpersonal relationship etc. By doing these, the productivity level will be high as everyone will be on their toes and also loop holes for pilfering, theft and diversion of farm properties will not be created.

4. **Periodic Trainings and mentoring:** I often say, "As a stranger in a modern house, If you don't know how to use its doors as simple as it may seem, if there is a fire outbreak, you might break the wall in order to exit". It should not be assumed that

workers know it all. For example a section of birds in a pen did not eat the feed served them at 1st feeding, and eggs produced in the section are few, if the attendant is not trained on observing animal behaviours and it's environments, when the 2nd feeding is being done in the afternoon, he/she will just rub the feeds with a new one, pack the few eggs and will not even observe that they didn't eat like others, this could linger on for days and may cause the birds to be dying. It could just be to fix blocked drinking nipples in time that would save the situation.

Therefore, workers should be trained from time to time on different issues so as to be able to multitask, avoid loss and protect the investment.

5. **Assigning specific duty for easy performance assessment and evaluation:** Roles should be specific in order to hold each individual accountable for the success or failure of his/her duties. If tasks are assigned collectively, it won't be done and if it's done and there's a blunder, everyone would say, "I am not the one, I don't know how it happened". This will lead to inefficiency, laziness and unenthusiastic disposition to work which leads to leakages and loss.

6. **Maintain Discipline (reward diligence and sanction indolence):** If discipline doesn't exist in an organization there will be lawlessness. Queries should be served when necessary and there should be sanctions for indolence so as to serve as deterrent to others; while good deeds should be rewarded and praised so as to motivate others. This will make each worker to buckle up, fall in line or fall out. If a mediocre is left unattended to in a workforce, he/she will just be like a bad plug in a vehicle dragging it's progress.

Contribute by Theodosius Ope Babatunde

FAD

Quick Notes for FARMERS

Top POULTRY DISEASES YOU SHOULD KEEP OFF YOUR FARM AT ALL COSTS

What are the common diseases of poultry birds and how to cope with the diseases?

Heat Stroke Caused by Hot Weather

Chickens do not perspire when it is hot – they pant and hold their wings out from their bodies. When the temperature is more than 37.8°C (100°F), chickens may die from heat stroke. Make sure chickens have plenty of shade and cool drinking water. Completely open all areas for air flow. Add extra waterier or buckets of water to reduce crowding. Spray with water especially if any deaths occur. Spray the ground or deep litter during the heat of the day.

NEWCASTLE DISEASE

Signs of Newcastle Disease:

- ☐ Loss or drop in egg production in mild cases
- ☐ Bad egg shell quality
- ☐ Diarrhea
- ☐ Nervous signs such as twisted necks
- ☐ Difficult breathing
- ☐ Mortalities – varies depending on severity of infection

This disease cannot be cured; however, in mild cases, production returns after two or three weeks. If mortality is severe, it is necessary to kill all the chickens. After killing all the chickens, clean the chicken house and all the feeders, drinkers, nesting boxes and perches with a disinfectant. You can eat the chickens that did not look sick. After cleaning and disinfecting, new chickens that have been vaccinated for Newcastle Disease can be placed in the chicken house.

You can stop young chickens from getting Newcastle Disease by giving them vaccine. The vaccine must be kept in a refrigerator until you are ready to use it. As soon as it is out of the refrigerator it should be used quickly. There are different types of vaccine to prevent young chickens from getting Newcastle Disease: eye drop, injection, putting the vaccine in the water. The veterinary drugstore should supply information about how and when to use the vaccine.

COCCIDIOSIS

This disease is common in chickens starting from a very young age. If a chicken has Coccidiosis it may show the following:

- ☐ Diarrhea – may be bloody
- ☐ Listless, droopy and weak
- ☐ Not eating – off feed
- ☐ Appear cold – show ruffled feathers
- ☐ Mortalities

- De-worm 1-month old chicken and re-deworm 1-2 months later.
- Apply regular sanitation.

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FARMING SPECIAL 3

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7 INDICES FOR EVALUATING THE PERFORMANCE OF THE LAYER:

THESE INDICES ARE:

1. Egg Production or Number of Eggs Laid:

This is the major index of performance of the commercial layer. It accounts for about 90% of the income in egg production. The egg production cycle shows that the maximum number of eggs that a fowl can produce in its first year in lay (i.e. pullet year) is about 300 eggs. It is not common for birds to attain and they rarely exceed this level. The rate of egg production in a first stage is often expressed as: a) Hen-day egg production = Average daily egg production x 100/ Average daily number of birds alive Or b) Hen-housed egg production = Average daily egg production x 100/ No. of birds housed at the start of lay In commercial enterprise, hen-housed egg production is more commonly used.

2. Egg size:

This is an egg quality parameter. It varies with age and strain of birds. Average egg size increases from about 36gms at point of lay (about 24 weeks of age) to about 58gms at 42 weeks of age. Egg size appears to increase throughout the pullet years. Eggs are heavier in the temperate regions. The following factors have negative effect on egg size: a) Unbalanced state or badly mixed feed b) Feed restriction c) Lack of clean, cool fresh water d) Rations containing less than 15% protein e) High laying house temperature f) Disease g) Early maturity of fowl h) Age of birds (this is just before birds stop laying).

3. Egg Shell Thickness:

This is another egg quality parameter of economic importance. Average shell thickness of the fowl is about 0.34mm. The thinner the shell, the

higher the percentage of cracks which will lower revenue.

4. Shell Colour:

Though this is not of any nutritional importance, brown shelled eggs are normally preferred by consumers. 5. Yolk Colour: This is also not of any nutritional value. However, bright or deep yellow yolk is preferred to white.

6. Feed Efficiency:

This is a measure of how efficiently a given feed is being converted into products. The better the quality of the feed, the better its rate of conversion into eggs. Feed efficiency = Feed consumed Kg of eggs produced

7. Mortality:

It is expressed as: Mortality = No. of birds dead x 100/ No. of birds started. For laying birds the mortality rate should be about 10% throughout the laying period. Increase in mortality may be an indication of a disease outbreak. The services of a veterinarian may be needed. Egg Producing Cycle The age at point of lay (POL) is between 18-20 weeks of age depending on the breed. Light breeds begin to lay first. The end of lay (EOL) is a year or two after point of lay. However, layers are culled after one year in lay i.e. at 12 months of age. When egg production starts, it reaches a peak (about 80%) at about 42 weeks of age. This marks the end of the first phase of the pullet year laying cycle and the start of the second phase (43-62 weeks of age) during which there is a gradual fall in production to about 65%. After this, the pullet enters into the third phase of its first year in lay which is up to 72 weeks. This phase terminates in the moulting of the fowl. Egg production becomes practically nil.

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DID YOU KNOW? In keep poultry or farming generally, the most important question is, do you have a market for your produce?

NIGERIA SOY EXCELLENCE CENTER BEGINS POULTRY PRODUCTION TRAINING WITH KANSAS STATE UNIVERSITY



CROSS SECTION OF PARTICIPANTS WITH FACILITATORS



MR FRANCIS TROMADE, DG, Premier Agribusiness Academy

The Nigerian Soy Excellence Center (SEC Nigeria) was established with a vision to support agriculture as a foundation for a healthy and growing Nigeria with soya as a solution for Nigeria's protein needs. The concept is to help growing markets like Nigeria address protein challenges and create a "cascade of demand" for soy and soy-related products. The goal is to provide agricultural expertise and facilitate connections that drive market possibilities across the agri-food value chain.

Premier Agribusiness Academy, a leading centre of learning, developing and transferring well researched and innovative competencies required for sustainable investment in all allied industries of the agri-sector also doubles as the Nigeria Center Lead for the US SOY Program.

The heavily discounted program sponsored by US SOY started with the Agronomy track



MR HARRY NJAOGWUANI, Facilitator



DR. OLUSEGUN MAKANJULA, Facilitator

In November, 2020 where 35 participants were trained. The maiden edition of the Poultry Track Training for stakeholders across the Poultry Value chain was organised and facilitated under strict adherence for Covid-19 protocols by experts from the Premier Agribusiness Academy and other professional facilitators from Kansas State University, United States. The program awards participants a Basic Certificate in Poultry Production from

the Kansas State University.

The 4 days fully residential training program took place between the 22nd to 25th February, 2021 at the International Conference Center, IITA Ibadan with an Opening Ceremony where the Director General of Premier Agribusiness Academy, Mr. Francis Toromade introduced the Regional Representative of USSOY in Sub-Saharan Africa and Focal point for USSOY in SEC Nigeria.

Dr. Michael David started with an introductory speech welcoming the participants to the maiden edition of the Poultry Track program on behalf of the Regional Director, South Asia, Sub-Saharan Africa USSEC, Mr. Kevin Roepke.

The Counsellor for Agricultural Affairs Nigeria, Benin and Cameroon Mr. Gerald H. Smith gave the Keynote address after a goodwill message from

Kansas State University was also delivered by Dr. Carlos Campabadal.

The training activities started with participants arrival and registration at the venue coordinated by the Premier Agribusiness Academy, the Center Lead of the Soy Excellence Center supported by AgroInfoTech Consulting, a digital agriculture company.

The first lecture, Fundamentals of Poultry Production and Management was delivered by Mr. Harry Njoagwuani, a registered Animal Scientist and also a certified Kansas State University trainer who has over 3 decades experience across the poultry value chain.

The second lecture, Poultry Value Chain Overview was also delivered by Mr. Harry Njoagwuani.

Dr. Wilmer Pacheco, a Professor at the Auburn University, United States and also a poultry value chain professional with over 30 years' experience delivered the 3rd lecture, on Hatchery and Brooding Management.

To conclude activities for the first day of the training programme, participants were

Consulting team who also prepared the participants for their assessments and course evaluation using the learning platform.

On the second day of the training program, 23rd of February, 2021 Mr. the first lecture, Biosecurity in Poultry was delivered by Dr. Olusegun Makanjuola, an expert in Farm Planning and Management, former General Secretary Poultry Association of Nigeria and also a certified Kansas State University



MR TAIWO ADEOYE, Facilitator



The second lecture, Broiler Production and Management was delivered by Dr. Wilmer Pacheco, a Professor at the Auburn University, United States and also a poultry value chain professional with over 30 years' experience.

Activities for the second day of the training programme came to an end with a review on Quiz for Day 1 lectures by the AgroInfoTech Consulting team who also walked participants through the process of taking Day 2 Quiz, course evaluation and upcoming final assessment.

On the third and final day of the training program, 24th of February, 2021 training activities started with a brief Q/A session on Day 2 Lectures coordinated by Mr. Taiwo Adeoye who answered questions raised by participants on the previous lecture; Heat Stress Mitigation.

Shortly after the Q/A session the participants went on a tour of the International Institute of Tropical Agriculture (IITA). Participants toured round the Greenhouse (Controlled plant growing environment), Rice Research field, Maize Research field and The John Craig Dam.

The first lecture and second lecture, Layer Production and Management & Record Keeping, Economics and Marketing in Poultry was delivered respectively by Mr. Taiwo Adeoye, a renowned Animal Scientist and President of Animal Science Association of Nigeria (ASAN) and also a certified Kansas State University trainer with over 3 decades of experience across the poultry value chain.

Dr. Wilmer Pacheco, a Professor at Auburn University, United States delivered the 3rd lecture, Poultry Nutrition.

On the third and final day of the training programme, AgroInfoTech Consulting team did a review of Day 2 and Day 3 quizzes with the final assessment of participants.



PARTICIPANTS ON FIELD TRIP

trained on the Digital Learning Management Platform by the AgroInfoTech

trainer with over 3 decades of experience across the poultry value chain.

DID YOU KNOW? Two advantages of using supplemental enzymes in feeds are that they eliminate or reduce the action of anti-nutritive factors; and second, they increase digestibility and improve nutritive value

SEVERAL REASONS WHY YOUR BIRDS MAY STOP LAYING EGGS



It is not unusual to get calls from farmers wanting to know why their birds have stopped laying eggs. There are a lot of reasons why this might happen and all can not be outlined here. However some causes are common than others and the flock owners should do these in seeking solution to their problems.

DECLINING DAY LENGTH

Hens are sensitive to day length and particularly to the direction in which day length is changing when it comes to laying eggs. Declining day length discourages egg production. It is not unusual for a flock owner to have hens go out of production in the latter part of the summer and in the fall because the daycare getting shorter. Commercial egg producers avoid this problem and maintain egg production year round by using artificial lightening to give hens a long day length no matter what the season.

A backyard flock owner can do much the same thing if the flock roosts inside a building by keeping lights on long enough to stimulate an appropriately long day length. A good rule of thumb is that the total length of light per day both artificial and natural should not be shorter than the longest natural day length the hens will experience.

Therefore the amount of artificial light needed will be minimal in summer and greatest in winter.

IMPROPER NUTRITION

Hens need a balanced and adequate diet to maintain egg production. Each egg contains significant amounts of protein and energy which must first be consumed by the hen as a part of its daily intake. Too little dietary energy or

imbalance of amino acids can cause depressed egg production. Many backyard flock owners don't realize how much calcium a hen needs. The shell of each egg contains roughly 2 grams of calcium.

Since the skeleton of a typical modern egg laying breed of hen only contains about 20 grams of calcium each egg represent 10% of the hens total bodily calcium. While the skeleton act as a calcium reserve to supply the demands of egg production this reserves is rapidly depleted in the absence of an abundant calcium source in the feed eaten by birds. In such a situation the hen will stop laying egg. To maintain egg production flock owners should feed only a prepared layer ration balanced to meet hens nutritional requirement or at least provide a particulate source of calcium e.g. suitably sized ground limestone or oyster shell that the birds can eat selectively according to their needs the layer ration or calcium source should be available from local feeds supply store.

Occasionally a feed mixing error causes important nutrient like salt to be left out of diet. Insufficient dietary salt will depress egg production. Conversely in some regions well waters may have too much dissolved sodium which also will depress egg production.

BROODINESS

Some breed of hens is prone to become broody meaning that they will try to incubate eggs to make them hatch. When this happens they stop laying eggs. They are more likely to become broody if they are allowed to accumulate eggs in a nest. The problem is most prevalent during spring under natural daylight as the hens come into production due to stimulating effects of

increasing day length. To avoid this problem it is best to pick up eggs at least once a day to prevent the hen from building a clutch. Daily egg gathering is also an important practice to preserve the safety and quality of eggs for human consumption. If the housing facilities permit, hens can be moved to different living quarters periodically to disrupt their attachment to specific nesting sites.

MOLT

After a hen has been producing eggs for several months she becomes increasable likely to molt. Molting and egg production are not mutually compatible so when molting occurs egg production ceases. The rest from egg laying allows the hen to restore its plumage condition by shedding old feathers and growing new ones. At the same time the hens reproductive tracts is rejuvenated allowing it to increase its rate of egg production and produce higher quality eggs when its return to lay. Under natural day length molting tends to coincide with the change in season so that the hen molt will fall after they cease egg production due to declining day length. In the circumstances it is normal for all the hens in a flock to go out for production and molt more or less in synchrony. However if artificial lightening is provided a hen molt at any time of the year and not in synchrony with others hens. If this happens she should return to lay in several weeks.

AGE

A hen can live for many years. It is not unusual for a backyard flock owner to keep several generations of birds and lose tracks of how old some hens are. Much as in other species an aging hen eventually will lose its ability to be reproductively, active and stop producing eggs.

DISEASES

Many poultry diseases will affect egg production. Often the birds will show symptoms of illness but sometimes they will not. If a disease is suspected, it is important to consult a poultry veterinary without delay. A timely diagnosis may allow effective treatment for some diseases.

Contributed by University of Georgia Poultry

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USABLE FACTS ON FISH FEEDS AND FEEDING

When deciding on the use of supplementary feeds on your farm and their selection, look for feedstuffs that are:

- Of good nutritional values: with high protein and carbohydrate content and low fibre content
- Well accepted by the fish you plan to feed;
- Cheap in price: for a given food quality, the lower the cost, the better;
- Available most of the fish-growing season;
- Of minimum additional cost for transport, handling and processing;
- Easy to handle and store.

Note: of particular importance for small rural farmers: if possible, it may be better to group together to buy bulk quantities and reduce selling price and transport and storage costs.

Many kinds of materials may be used as supplementary feeds for your fish such as:

- Terrestrial plants: grasses, legumes, leaves and seeds of leguminous shrubs and trees, fruits, vegetables;
- Aquatic plants: water hyacinth, water lettuce, duckweed;

- Small terrestrial animals: earthworms, termites, snails;
- Aquatic animals: worms, tadpoles, frogs, trash fish;
- Rice: broken, polishings, bran, hulls;
- Wheat: middlings, bran;
- Maize: gluten feed, gluten meal;
- Oil/cakes after extraction of oil from seeds of mustard, coconut, groundnut, African palm, cotton, sunflower, soybean;
- Sugar cane: molasses, filter-press cake, bagasses;
- Coffee pulp;
- Cottonseeds;
- Brewery wastes and yeast;
- Kitchen wastes;
- Slaughterhouse wastes: offals, blood, rumen contents;
- Silkworm pupae;
- Manure: chicken droppings, pig manure

Select the feedstuffs most useful to you according to the criteria given above.

Feedstuffs are classified according to their relative content of protein, carbohydrate and fibre

FAD



PIG FARMING DIGEST

SOURCES OF SWINE DISEASES

Swine diseases are a concern for nearly every pork producer, regardless of size of operation. A disease outbreak can be economically devastating to a swine operation. It is important that people involved with pork production understand how swine diseases are spread and how people can influence the spread of diseases among pigs and farms. Swine disease can be spread in a number of ways, including:

through diseased swine or healthy swine incubating disease, or unaffected carriers, through new replacement gilts and boars, purchased semen, through other farm animals, insects, pets, birds, and wild animals, on the clothing and shoes of visitors and employees moving from farm to farm, on employees who did not follow all the biosecurity procedures of the farm, any employee or visitor who has had recent direct contact with other pigs, on contaminated feed, water, bedding, and soil, from the carcasses of dead animals, on contaminated equipment and vehicles used on the

farm, on contaminated veterinary equipment, any equipment that has been in contact with pigs from another site, on contaminated commercial vehicles hauling culls, slaughter, or growing pigs, Unexplained disease transmission over short distances is often attributed to aerosol infection. Aerosol and air-borne spread of infections depends on numerous factors, such as: the type of pathogen, number and density of animals excreting and susceptible to infection, method of housing, droplet size, relative humidity, ambient temperature, ventilation fans, wind speed, wind direction, sunlight, topography, natural barriers, and methods of manure application.

Although a minimum distance (2 miles) between neighboring pig farms is desirable to limit the risk of aerosol disease spread, this may be impractical for existing pig farms. Many times disease agents have other routes of transmission that are more important and more frequent compared to aerosols but just as difficult to document. Like aerosols, distance from other pigs is also an effective deterrent against these methods. Distance has a dilution effect on all pathogens by reducing the likelihood of all means of transmission.

The risk of aerosol is also related to the numbers of pigs on the distant sites. Large numbers of growing pigs increase the odds of a random introduction. There have been outbreak investigations that imply aerosol

movements up to 5 miles with PRRS virus and as much as 2 miles for Mycoplasma. Aerosol transmissions are very difficult to substantiate but likely occur in special weather-related situations.

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CONT. FROM COVER PG.

farming business until you can devote your time, energy and resources to it.

3. THE MISTAKE OF DEALING WITH QUACKS

Quacks will stop your farming business if you don't stop them from coming to you. Who are quacks? They are those who are not qualified to guide you in your farming business. So many ignorant farmers still think they are saving money by using quacks but my years of experience in the farming industry have shown me that they always become losers big time!

4. THE MISTAKE OF QUICKLY GIVING UP

There is no business without challenges. Many farmers are prone to lack of patience. They want the money quickly and so they run into unnecessary problems and give up! The real truth is that there are challenges between here and there in any venture including farming business. The only way to win and keep winning is to develop a thick skin against failures in any form.

5. THE MISTAKE OF UNGUARDED SPENDING

Money is fickle. Money can fly away if not managed well. Some farmers are losing out every day because they are not watching the figures. They think everything cash is money to spend. They hardly plan for reinvesting their profits on consistent basis. This is the royal road to business extinction.

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DO ALL YOU CAN FOR YOUR BEST CUSTOMERS

I hope you know that your best customers are gold for your business success. You must do all you can to identify your best customers. Like one marketing guru stated, "The reason for identifying your best customers is the Pareto Principle which states that 80 percent of your business comes from 20 percent of your customers."

What do you want to do about your best customers? Simple. Do all you can for these set of customers. Find ways to pamper them. Know their names and birthdays. Know their children names. Know their home towns. Know their hobbies. In short, you can't know too much about your best customers.

And you can't do too much for your best customers in terms of appreciation. Always find ways to celebrate your best customers. The truth is that your best customers are the ones keeping your business.

NEVER FORGET THIS.

Some farming business owners don't give a damn about their customers. They treat all customers shabbily and wonder why they are not doing well. How can they do well when the people that will make them do well are not appreciated?

Never forget that the reason why you are in any business is to get credible customers all year round. When you have credible customers, you can enlarge your farming business beyond your imagination if you take time to manage your customers well.

Real customers management is knowing your customers deeply and strategizing how to satisfy them more and more for better business. Never get to the point where you don't feel like celebrating your customers.

Please note the fact that your customers are actually the owners of your business. Without the customers, there is no business. You must keep bringing your workers to this realization that the customer is king!

If customers are kings, then your best customers are Emperors! Your ability to keep singling best customers out for VIP treatment will continue to pay off in enlarging your farming business.

No business is going anywhere great without consistent customers and you cannot get consistent customers if you are not consistent in treating your customers well. The vital lesson we all must keep learning as entrepreneurs is that we need consistent and valuable customers to scale.

Where are you today in terms of identifying your best customers? Are you really doing all you can to identify and plan for them?

Note: For One on one consultation with me on marketing and revenue systems and sales management, please text (YES ONE ON ONE) to 08035219966

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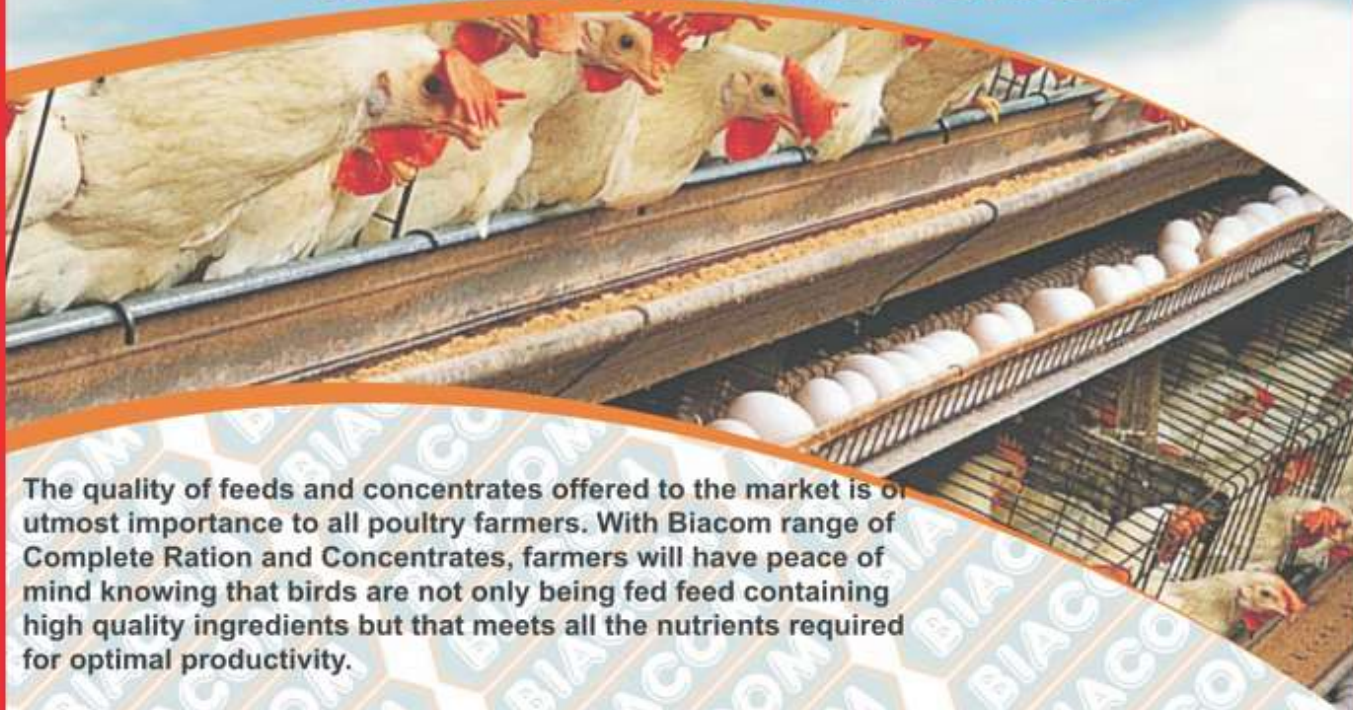
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HOW TO INCREASE YOUR PRODUCTIVITY AND PROFITABILITY THROUGH NO-NONSENSE HYGIENE PRACTICES



In all cases the terminal disinfection programme should follow all, or as many as possible, of the following basic procedures.

Dry clean. This involves the removal of any residual food from the feeder system and silo. Portable equipment for cleaning and sanitizing should be placed outside the house or pen. Litter should be thoroughly removed from the house and transported to a safe area away from stocked houses. Surface dust from ceilings, water pipes, etc. should normally be blown down and then all loose debris from the floor blown out after the litter removal. Bulk feed bins should be blown down or washed at this stage.

Sanitize the drinking water system. This is a procedure sometimes neglected or inadequately carried out but essential in order to avoid the transfer of infection from crop to crop via the drinking system. The header tank should be drained and checked to ensure that it is free of debris. The tank should then be filled with the required quantity of water and disinfectant added to achieve the required dilution. This solution should be allowed to fill the drinking system and left to stand for an hour. After this the system should be drained and filled with fresh water and covers replaced on the tanks.

Pre-clean the house or pen and equipment. Use a detergent sanitizer to effectively clean surfaces to minimize organic challenge and reduce the bacterial load prior to disinfection. All surfaces should be sprayed with the solution at low pressure, ensuring thorough wetting. This must include coverage of pipe lines, feeders and drinkers.

Externally, loading areas must be included. An alternative method of application favoured by some is by the use of a foam lance. Following the detergent application, cleaning should be completed with high pressure water until all the areas mentioned are visibly clean.

Disinfection of the house or pen and equipment. This involves the thorough application of the selected broad spectrum disinfectant to all surfaces and equipment in the house or pen, taking full consideration of the required dilution rate, application rate and contact time. Application can be with any suitable spraying equipment. If a pressure washer is used it should be set to a low pressure and if possible a fan jet should be employed. In recent years a number of larger operations have used equipment designed for orchard spraying, which can be very effective and time saving. Choose the dilution at which the disinfectant has been independently proven to be effective against disease organisms. Ensure that the dilution rate is established by a test system incorporating an organic challenge. Always select the highest concentration necessary to eliminate the most resistant actual or potential pathogen. Effective disinfection requires surfaces to be thoroughly wet. An application rate of 250 – 300 ml m² is a minimum acceptable for any disinfectant. A higher rate is required on rough or very absorbent surfaces. All disinfectant. A need to remain in contact with the disease organisms for "a minimum contact time".

In practice at least 30 minutes contact time is generally required for effective disinfection.

Setting up the house. All equipment

removed from the house, after being cleaned and disinfected, is replaced and litter spread.

Fumigating, misting or fogging. After setting up the house this is a final security measure. In many cases the traditional method of formaldehyde fumigation has been replaced by safer chemicals either applied with thermal fogging machines or as a fine mist or spray.

Ensure the house is closed and secure immediately these steps are completed, to prevent the introduction of pathogens.

Effective control of insects, particularly litter beetle, is essential. They are known vectors of insects, particularly litter beetle, is essential. They are known vectors of disease, e.g. Gumboro. Rodent control is also vital. When an insect problem has been noted, it is advisable to "band spray" the house immediately on depopulation ahead of the migration of the bulk of the insects, which commences as soon as the house begins to cool. Application of a residual insecticide to the walls and floor of the house after completion of the disinfection procedures will further assist in the control.

Well – disinfected houses can be rapidly re-contaminated by rats or mice, particularly in respect of salmonella. Effective rodent control measures are therefore essential. Baiting of premises at a time when other food supplies are not present is logical. However, it must be borne in mind that the disturbance of litter removal will often cause a resident rodent population to migrate from the houses, only to return after the houses are set up.

Supervision and checking of the terminal disinfection procedures is essential. In large integrated operations this responsibility is not always well defined. Logically it is the farm manager who is in the best position to do this and it is the success of his ensuing flock which can be affected if the terminal hygiene fails. It is advisable that during and on completion of the terminal disinfection procedures a check – list is completed. This then remains a record of what has taken place and can be reference if problems occur later.

Contributed by Jordan Pattison

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Tel: 01-8042448, 0806724724
26, Nifra Road, Opp. Alimosho Local Govt.,
Secretariat, Ikeja Lagos.
Tel: 08054224393, 01-8771278

UNIQUE FEEDS

Lock Up Shop 1031104,
Block M, Ayangbun Market,
Sabo, Ikorodu, Lagos.
Tel: 08023307848

TRENDS FISH & POULTRY FEEDMILL

Plot B, Paradise Estate,
By Paradise B/Stop, Ikurun, Lagos.
Tel: 08033470636
Email: info@trendsfarm.com

EMMAFLO FARMS LIMITED

18/19 Rayap Mall Nw Airport
Junction Alakia Ibadan.
Tel: 08056138552

LANRE NIGERIA LTD.

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Road, Taban-Taban, Agege, Lagos.
Tel: 08162000681,
08023196651, 08035242182

SOLCORP FARMS LTD.

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58, Akaja Street, Pankajoro, Lagos.
Tel: 01-7376880, 01-8543653,
07028070819

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Email: cammiger@yahoo.com

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Tel: 08059880099,
08033006016

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08033236460, 09052162950

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Agric B/Stop, Ojo, Lagos.
Tel: 08033201867

FAWOL AGRO

289, Abaranje Rd, Asaka
Bus Stop, Ijebu, Lagos State.
Tel: 08169479577

Fuentes Investment Limited

Office: The Chicken House, Ago-Ewoye Road,
Ojo, Lagos State.
Farm: Akankon Village, Lajoko Road,
Ojo-Ewoye (Ojo-Ewoye), Ogun State.
08057102643, 08038397084,
08027229373, 08062746110

CORNERSTONE FEEDS

1113, Shereji Fasaye Close,
Off Chief Abraham Afenifa St.,
General B/Stop (TOKO) Ojo, Lagos,
Abokuta Exp Way, Ojo, Agege, Lagos.
Tel: 01-8907518, 08023540705

DANHASAN LIVESTOCK & POULTRY SERVICES

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Katsina, Katsina State, Nigeria.
Tel: 08035696054, 08098969054

NEDU AGRO ALLIED VENTURES LTD.

Aiyedota Farm Settlement, Ojo, Km 17,
Badagry Expressway, Agric B/Stop, Lagos.
Tel: 01-8104372, 08103634882,
08038116205, 08038456982
Email: neduagro@yahoo.co.uk

CHICKS & JUVENILES

0803 494 7190, 0802 701 8457,
0815 717 3535
Plot 32 Ijede road, Osoto,
Ikorodu

AGRINUT PRODUCT & SERVICES

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Abekoko Ife, Ogun State.
0803 502 0252

SATIN FARMS & ALLIED SERVICES

Km 17, Badagry Expressway,
Agric B/Stop, Lagos.
Tel: 08165375600, 08023701790

FUNSA ENTERPRISES LTD.

309, Old Abeokuta Motor Road,
Opp., Lagos State Abattoir,
Oko Oba, Agege, Lagos.
08176162453, 08033291346
08072246413, 09032146494

FIRSTVET & LAB SERVICES

Beside WEMA Bank Idiroko,
Ogun State.
Tel: 08150763753, 08057098774

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Idem Filling Station, Monatan, P.O. Box 22108 U.I.
Post Office, Ibadan, Oyo State, Nigeria.
Tel: +234 - 8 - 819674441
Email: info@aerobictech.com.ng, www.aerobictech.com.ng
+234 8027227672, +234 8054372056
aerobictech@aerobictech.com.ng

EL-SHADDAI VET SERVICES

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Tel: 08033359359, 08033272626

FARM FRESH FOOD LTD (Poultry & Fishery)

Pipeline Road, Ewa - Dwa/Dierighe,
Pige - Line Bus Stop Near Igbo, Lagos State.
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Email: giawincorporated@yahoo.com
giawincorporated@yahoo.com

MIKKY SANNNI FARM (NIG.) ENTERPRISES

LIVESTOCK FARMING AND VET CONSULT
Office: Aiyetoro Farm Settlement Km 17,
Off Badagry Expressway, Agric Ojo
P.O. Box 1819, Agege, Lagos.
Phone: 08037034055, 08122087330
E-mail: sanniimikky@gmail.com

GOOD SHEPHERD KONSULT (NIG.) LTD

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08038150168

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Rd, Iyana Church, Ibadan.
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08035653332, 08033832017,
08055899763

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Ikeja, Lagos.
Tel: 0809 569 0359

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0803 240 1450

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info@crosley-sinbad.com

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SALES OF RABBIT, DRESSED RABBIT
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Tel: 0807 789 8231,
0803 326 8621

RSC VETERINARY CENTRE

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Olowo - Ila B/Stop, Igando, Lagos.
Tel: 01-8758282,
08033523385

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08027880817, 08037302740,
South West & 08037302740, 07048038003,
South West & 07057588114, 01-36848194,
South East: 08071545380

TOSAM INTEGRATED SERVICES

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Off Fadeyi Street, Ikeja, Lagos.
Tel: 08023341861

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08070993315

SAMSOL AGRO

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Lase Igando, Lagos State.
Tel: 08055556620, 08034718171,
08023824908
Email: samsolagro@yahoo.com

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VET DRUGS, VACCINES, FARMING
EQUIPMENTS
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Ogun State.
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Dental Bus Stop, Ojuore
Road, Sango Oja,
Ogun State
Tel: 08150763753, 08057098774

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Via Iju, Oke Ara, Ogun State.
Tel: 08077930964, 07016708715
Email: godoye2001@yahoo.co.uk

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Head Office: 1, Aki, Jagbo Street,
Off Awokoya, Iyana Iyana - Ode.
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ANEX: 1E, Salawo Street, Off New Road,
Iyana - Ode, Ogun State. Tel: 08033454666

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Call: 0816 237 8791
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Ono State, Nigeria.
Tel: 0803 745 1100

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08034738861, 08034738861
info@kachelan.com

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0802309634, 07061044117

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HEAD OFFICE:
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Camp Ikurun/Ogun State.
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Email: alao@alaoinvest.com
DEPT: 1, Adagbawo Street, Samedu,
Ibeju, Lagos.

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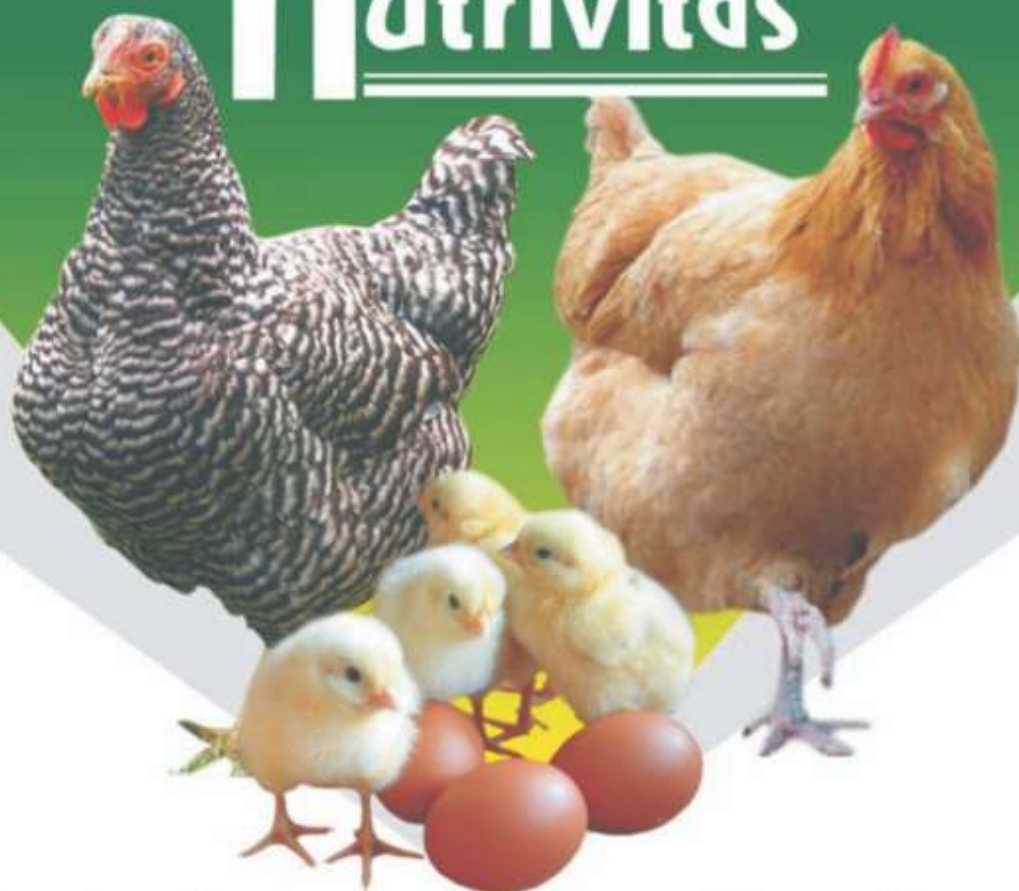


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